



TERMS OF REFERENCES
VALUE CHAIN CONSULTANT

Location: Hanoi

Duration: 6 months (1st Jul-31st Dec 2017)

I. INTRODUCTION

CARE Vietnam (CVN) is the representative of CARE International in Vietnam. In adopting the program approach, CVN has shifted the focus of our work from changes at the sectoral or geographical levels, to that of *impacts* for particularly marginalised and vulnerable groups of people – our *Impact Groups*. We recognise that the key to achieving equitable development outcomes lies in shifting deeply rooted, structural **underlying causes of poverty**, which contribute to exclusion and vulnerability of particular groups in society. Two programs have been designed by CVN to date. One focuses on significant and lasting change for *Remote Ethnic Minority Women* in rural areas; and the other focuses on *Socially Marginalized People* in urban areas including female migrants, sex workers and sexual minorities.

Under the Remote Ethnic Minority Women program, there are two women’s economic empowerment projects including (1) *The Technologically Enhanced Agricultural Livelihoods (TEAL)*; and (2) *Women’s Economic Empowerment through Agriculture Value Chain Enhancement (WEAVE)*.

1. The TEAL project will target ethnic minority women to enable them to improve the profitability of their livelihoods through collective action, financial inclusion, use of new technology and gender transformation in Viet Nam. The TEAL expected goal is *Ethnic minority women are visible, respected and productive actors in the coffee value chain* with three key outcomes:

Outcome 1: Ethnic minority women farmers are recognised as valuable actors in the coffee value chain;

Outcome 2: Ethnic minority women benefit from increased income from the coffee value chain;

Outcome 3: Ethnic minority women in the vegetable and coffee VCs are financially included and supported by implementation of policy.

The project will start in July 2017 in Dien Bien and Son La province.

2. The WEAVE¹ project targets Tay ethnic women in Cho Moi district of Bac Kan province through supporting the existing banana value chain. The overall goal of the WEAVE is to *enhance*

¹ This project is in the consortium between Oxfam, CARE and SNV and has been implemented since July of 2016. However, Oxfam and SNV’s project locations are in Lao Cai, targeting pork and cinnamon value chains respectively.

women's economic empowerment and social inclusion in agricultural value chains in rural Vietnam. This will be achieved through three outcomes:

Outcome 1: Women have the decision influence, capacity, confidence and support to benefit from increased social & economic opportunities;

Outcome 2: Women gain increased benefits through better organized and enhanced value chain and market linkages;

Outcome 3: The Sustainable development programme for the Northern Upland area and local development agenda create an enabling environment for women-inclusive value chains.

CARE Vietnam is seeking a national consultant to support these two projects for a 6 month period. The consultant is expected to work 5-7 days/month from July to December 2017 to fulfill the tasks provided in the following section.

II. MAIN TASKS

The consultant is expected to accomplish the following tasks:

At organizational level:

1. Provide training/coaching on market/value chain approach for CVN staff in general and project team in particular;
2. Participate and provide inputs to relevant market/value chain related programming.

At project level:

1. Work with project team to review and develop Market Development Action Plans(MAP) for both WEAVE and TEAL projects;
2. Provide technical support and guidance for project team to implement/follow-up WEAVE and TEAL Project's MAP;
3. Facilitate the discussions between private companies and local producers in coffee and banana value chains;
4. Lead the discussion amongst different actors, particularly with the private sector to develop a collaboration mechanism for sustainable coffee and banana value chains;
5. Coordinate and work closely with project team and external consultant (if needed) to identify potential technology/innovation which could be adopted in the coffee value chain.

III. DELIVERABLES:

The expected deliverables are as followed:

1. Detailed work plan
2. A training package on value chain approach and deliver this training for CVN staff

3. A training report
4. Two Market Development Action Plans for WEAVE and TEAL projects
5. A handover note, including recommendations and action points to follow-up

IV. TENTATIVE TIMELINE

Tasks	Timeline	No of working day
Review all project proposal and relevant documents	1st week Jul 2017	1
Provide training on market/value chain approach for CVN staff in general and project team in particular	3rd week Jul 2017	2
Participate and provide inputs to relevant market/value chain related programming	Jul-Dec 2017	3
Work with project team to review and develop Market Development Action Plans (MAP) for both WEAVE and TEAL projects	Jul-Sep 2017	8
Provide technical support and guidance for project team to implement/follow-up WEAVE and TEAL Project's MAP	Jul-Dec 2017	8
Lead the discussion amongst different actors, particularly with the private sector to develop a collaboration mechanism for sustainable coffee and banana value chains	Sep-Dec 2017	4
Facilitate the discussions between private companies and local producers in coffee and banana value chains	Sep-Dec 2017	4
Coordinate and work closely with project team and external consultant (if needed) to identify potential technology/innovation which could be adopted in coffee value chain	Nov-Dec 2017	2
Develop a handover note, including recommendations and action points to follow-up	Dec-17	1
TOTAL		33

Starting time will be 1st Jul-31st Dec 2017 and at least 5 working days/month, including time for traveling to project locations. The consultant will report directly to Portfolio Manager.

V. QUALIFICATION REQUIREMENTS:

The consultant(s) must meet the following requirements:

- Holding a Master degree either in Economics or other related majors;
- Having good understanding and strong experience on value chain development approach and market access for small holder farmers;
- Having excellent analytical and report writing skills in English;

- Having experience in agricultural sub-sector analysis and market study is an asset.
- Understanding and having good experience on ethnic minority issues and gender issues are desirable;

VI. APPLICATION

Interested candidates should send:

- (i) CVs in English;
- (ii) application letter and
- (iii) Samples of similar task references to: Procurement1@care.org.vn

Deadline for application is before 10am on 21 June 2017

Only short-listed applicants will be contacted for interviews. Please do not make telephone contact after submitting the application.

CARE is an equal opportunity employer committed to a diverse workforce. Women, ethnic minorities and people with disabilities are strongly encouraged to apply.

Child Protection

CARE International in Vietnam is committed to protecting the rights of children in all areas we work around the world. Applicants are advised that CARE International in Vietnam reserves the right to screen candidates to ensure a child-safe environment. Further information can be found in the CARE Vietnam child protection policy